KIRKLAND & ELLIS LLP 153 E. 53rd Street

New York, NY 10022

Telephone:

(212)446-4800

Facsimile:

(212)446-4900

Attorneys for Plaintiff, Ameriprise Financial, Inc.

UNITED STATES DISTRICT COURT SOUTHERN DISTRICT OF NEW YORK

Ameriprise Financial, Inc.,

Plaintiff.

- against -

OppenheimerFunds Distributor, Inc.,

Defendant.

Case No. 07 CIV 8451

**ECF** Case

COMPLAINT

Plaintiff Ameriprise Financial, Inc. ("Ameriprise"), by its attorneys, hereby files its Complaint against Defendant OppenheimerFunds Distributor, Inc. ("Oppenheimer"), demands a jury trial, and alleges as follows:

#### THE PARTIES

- 1. Plaintiff Ameriprise is a corporation organized and existing under the laws of Delaware, having its principal place of business at 55 Ameriprise Financial Center, Minneapolis, Minnesota 55474.
- 2. Ameriprise is a provider of investment and financial advisory products and services.
- 3. Defendant Oppenheimer is a corporation organized and existing under the laws of New York, having its principal place of business at Two World Financial Center, 225 Liberty Street, New York, NY 10281-1008.

4. Oppenheimer is a provider of investment and financial advisory products and services.

#### NATURE OF THIS ACTION

5. This is a civil action for infringement of U.S. Copyright Registration No. TXu 1-289-710. This action arises under the Copyright Laws of the United States, 17 U.S.C. § 101, et. seq.

#### JURISDICTION AND VENUE

- 6. This Court has jurisdiction over this subject matter pursuant to 28 U.S.C. §§ 1331 and 1338(a).
- 7. Venue is proper in this judicial district pursuant to 28 U.S.C. §§ 1391(b) and (c), and 1400(a).

#### FACTUAL ALLEGATIONS

#### Ameriprise's Copyrighted Work

- 8. Beginning in 2004, Ameriprise developed its original *Dream > Plan > Track >*<sup>®</sup> approach to financial planning. In conjunction with this approach, Ameriprise created *The Dream Book* (Ex. A), a guide to help investors visualize and plan for their retirement by looking beyond the numbers and thinking about their retirement dreams and goals first.
- 9. Ameriprise has invested tens of millions of dollars in the development and advertising of *The Dream Book* since 2004.
- 10. More than one million copies of *The Dream Book* have been distributed to the general public and the investment and financial advisory service communities through Ameriprise's various web sites and third-party distribution relationships. *The Dream Book* has become a featured component of Ameriprise's advertising strategy.
  - 11. Ameriprise's The Dream Book has been a stunning success: it has been well-

received by Ameriprise's clients and prospective clients, and has generated significant buzz in the investment and financial advisory industries.

- 12. To protect its valuable interest in *The Dream Book*, Ameriprise registered the mark, DREAM BOOK, at the United States Patent and Trademark Office (U.S. Trademark Reg. No. 3211931) and duly registered the literary work, *The Dream Book*, in the United States Copyright Office. The Register of Copyrights issued a Certificate of Registration (U.S. Copyright Reg. No. TXu 1-289-710) for *The Dream Book* on March 15, 2006. (Ex. B.)
- 13. The Dream Book contains copyrightable subject matter under the laws of the United States.
- 14. Ameriprise is the sole owner of all right, title and interest in and to *The Dream Book*.
- Advisors had been made aware of *The Dream Book* and approximately 170,000 copies had been ordered. In January 2006, *The Dream Book* became a centerpiece of Ameriprise's advertising strategy, which, in February 2006, included television advertising in pilot markets. In April 2006, *The Dream Book* was featured in Ameriprise's annual report. Due to its popularity, *The Dream Book* became the centerpiece of Ameriprise's national television advertising campaigns. By June 2, 2006, more than 560,000 copies of *The Dream Book* had been shipped and several third-party publications contained articles referencing *The Dream Book*. As of the date of this Complaint, Ameriprise has circulated more than one million copies of *The Dream Book*. Publicly distributed copies of *The Dream Book* bear a notice of copyright. (*See Ex. A at back cover.*)

#### Oppenheimer's Infringement of the Copyrighted Work

- 16. On information and belief, Oppenheimer had access to, or a reasonable opportunity to view, *The Dream Book* based on the nationwide circulation of the guide, Ameriprise's advertising, and third-party industry commentary related thereto.
  - 17. On information and belief, Oppenheimer had notice of Ameriprise's copyright.
- 18. After Ameriprise's pioneering development and wide circulation of *The Dream Book*, Oppenheimer began to distribute a pamphlet entitled, "Envision Your Retirement" (Ex. C), which has recently been renamed "Picture Your Retirement" (hereinafter referred to as "Envision Your Retirement"). The Oppenheimer Envision Your Retirement pamphlet is substantially similar to Ameriprise's copyrighted work, *The Dream Book*, including the plot, theme, dialogue, mood, setting, pace, characters, and sequence of events.
- 19. Oppenheimer prepared the Envision Your Retirement pamphlet after having had access to, or a reasonable opportunity to view, *The Dream Book*.
- 20. Oppenheimer's pamphlet was widely circulated to distributors of Oppenheimer's products, their clients and prospective clients via third-party publications, including the April 2007 edition of boomer<sup>TM</sup> Market Advisor magazine. (Ex. D.)
- 21. On information and belief, Oppenheimer has also distributed copies of the infringing publication via additional print publications and through its network of third-party distributors of its products.
- 22. Ameriprise has never authorized or condoned any of the aforesaid acts of Oppenheimer.
- 23. Oppenheimer's infringing activities are continuing, and such activities, both past and present, constitute willful, knowing, and intentional infringement of Ameriprise's copyright.

24. Because of Oppenheimer's wrongful activity, Ameriprise has suffered and will continue to suffer substantial loss and damages.

#### COUNT I - COPYRIGHT INFRINGEMENT

- 25. Ameriprise incorporates by reference the allegations of each of paragraphs 1-24 above as though fully set forth herein.
- 26. The aforesaid acts of Oppenheimer constitute willful, knowing, and intentional copyright infringement in violation of Ameriprise's rights under the Copyright Laws of the United States, 17 U.S.C. § 101, et seq.

#### PRAYER FOR RELIEF

WHEREFORE, Ameriprise respectfully requests that the Court:

- 1. Enter judgment that Oppenheimer has infringed Ameriprise's copyright;
- 2. Permanently enjoin and restrain Oppenheimer, its agents, officers, servants, employees, representatives, distributors, attorneys and all other persons in active concert or participation with them or any of them, from directly or indirectly infringing Ameriprise's copyright by enjoining Oppenheimer under 17 U.S.C. § 502 from:
- (a) Reproducing, manufacturing, displaying, advertising, promoting, selling or offering for sale, or otherwise distributing copies of Oppenheimer's Envision Your Retirement pamphlet and any other materials derived therefrom;
- (b) Creating any derivative work from Ameriprise's *The Dream Book* in any form whatsoever; and
- (c) Taking any other action likely to cause confusion, mistake or deception as to the source or origin of Ameriprise's *The Dream Book* and/or Oppenheimer's Envision Your Retirement pamphlet.
  - 3. Order Oppenheimer to pay Ameriprise:

- (a) Ameriprise's actual damages and Oppenheimer's profits attributable to infringement pursuant to 17 U.S.C. § 504(b), or statutory damages for each infringement of Ameriprise's copyright that the Court finds the Defendant has committed pursuant to 17 U.S.C. §§ 504(c)(1) or 504(c)(2); and
- (b) Attorneys' fees and costs of suit pursuant to 17 U.S.C. § 505;
- (c) Pre- and post-judgment interest on the damages assessed; and
- (d) Such damages as to the Court shall appear proper under the Copyright

  Laws of the United States.
- 4. Order Oppenheimer to take immediate steps and exercise due diligence to recall from all clients, customers, distributors, wholesalers, jobbers, dealers, retailers, manufacturers, advertisers, investment advisors and all others known to Oppenheimer, any and all copies of the Envision Your Retirement pamphlet;
- 5. Order Oppenheimer to deliver up for impoundment all copies of the Envision Your Retirement pamphlet in its possession or under its control pursuant to 17 U.S.C. § 503(a);
- 6. Order the destruction of all copies of the Envision Your Retirement pamphlet pursuant to 17 U.S.C. § 503(b); and
  - 7. Grant Ameriprise such other and further relief as is just.

#### **DEMAND FOR JURY TRIAL**

Ameriprise demands a jury trial of any and all issues properly triable by a jury in this action.

Dated: September 28, 2007

Respectfully submitted,

Jeanne M. Heffernan (JH 5708) KIRKLAND & ELLIS LLP

153 E. 53rd Street New York, NY 10022

Telephone: (212)446-4800 Facsimile: (212)446-4900

Barry F. Irwin, P.C. David W. Higer KIRKLAND & ELLIS LLP 200 East Randolph Drive Chicago, Illinois 60601

Tel: (312) 861-2000 Fax: (312) 861-2200

Attorneys for Plaintiff Ameriprise Financial, Inc.

### **EXHIBIT A**



Planning Beyond the Numbers



4

isn't the end — it's a new beginning, It's like being 18 again and discovering what you want to do after high school. It's a oining the Peace Corps, opening a coffee shop, learning to play the piano, biking across Tuscany, relaxing. Retirement time to grow, explore and embark on new adventures ask yourself, "What could I do next?" Planning for retirement has traditionally been about numbers. How much do you have? How much will you need? How long will your money last? Today, there is a new way to plan for retirement. And it starts with you and your dreams.

approach, an Ameriprise financial advisor can help you turn planning process defined by the Certifled Financial Planner we are the company that helped pioneer financial planning retirement planning. And we're really good at that because Board of Standards, Inc. and have more financial planning Don't get us wrong. There's still a lot of math involved in the art of retirement planning. Through a comprehensive more than 30 years ago. We are guided by the financial clients than anyone else." We see both the science and your dreams into reality.

MindscapesM study,\* we know that vision and planning are as important as money in achieving retirement fulfillment. According to our groundbreaking New Retirement

develop your plan and track your progress to help you build That's why our retirement planning process starts with and revolves around you. We will help you define your dreams, a vision for your retirement. By clearly articulating your unique dreams, you are taking the first step toward making them a reality. And once you share analytical tools can be used to help you achieve your goals your vision with your Ameriprise financial advisor, the right with confidence.

more likely to achieve them. This guide is the first step ones are most important. From there, we can work your vision of retirement to help you think about your dreams and which People who write down their dreams are much together to help make come to life.

Pased on the number of financial planning clients disclosed by firms in Item 5H of form ADV, Part 1, available at sec.gov.

Conducted by Ameriprise Financial in cooperation with Age Wave and Harris Interactive.

Poing volunt

25. Atheent British varieting the Stayling properties of the Stayling Starting a new business pusmess

Treweling,

## What's next.sM

Sit down by yourself or with your loved one, enjoy a cup of coffee and start to envision your future. Consider what you've learned from others who have retired.

# What have you seen that you wish to achieve?

What do you want to avoid?

It's not just about return on investments, it's about return on life.

# What do you most look forward to doing?

for your future. Does anything stand out had more time or resources? Use your imagination to create the possibilities What would you most like to do if you as most important? Hobbies - restoring an old car, designing and making quilts, gardening, writing a novel

Ħ

**Volunteer work** – building homes for the homeless, volunteering for a political party, teaching people to read

Learning - going back to school, learning another anguage, getting your pilot's license

consultant or coach, continuing the work you love Career - starting a new business, becoming a

Relaxing and enjoying life - reflecting, reading, quiet time

## Top 10 retirement businesses

- Antique/collectible restoration
   Bakery, artisan bread bakery
   Coach (life, executive, transition, career)

- (mystery shopper, survey taker, car tester) Dog grooming
   Freelance commercial writer
   Lifestyle magazine entrepreneur
  - 7. Minister
- 8. Motivational speaker 9. Professional organizer
- Virtual assistant (provides administrative support and other specialized services via fax, phone, internet)

These jobs capitalize on your life and work experience, offer flexibility and have low overhead. Source: Teo Young to Retire: 101 Mays to Start the Rest of Your Life (Plume 2004)

# Who do you want to spend more time with?

The loss of social connections at work is fine most unforeseen charlenge of refirement. It's important to take an active role in building and maintaining your support notwork of friends, lamily and acquaintances. For the people you wish to visit, consider how you pt in to iravel and how long you'll stoy.

**Spouse or partner** – consider new activities you may try together

### Trends for people ages 50–59\*

➤66% went a community flestyle

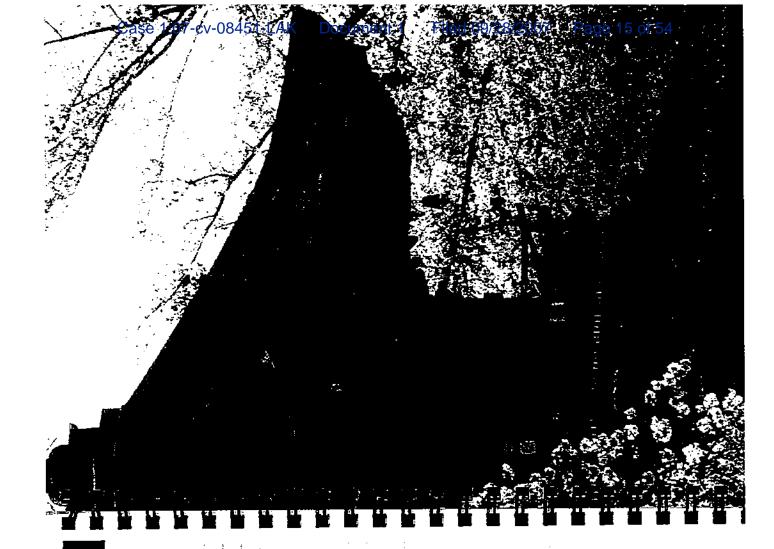
➤54% desire a warmer climate >50% plan to buy a new limne ★47% want to stay within three hours of family

Family – how far away are your parents, children and grandchildren?

Friends - how do you hope to entertain and remain socially active?

New friends – how will you meet new people? (consider classes, clubs and organizations)

"Source: 2005 Pulte Homes"/Harris Interactive® Baby Boomer study



## Where do you dream of going?

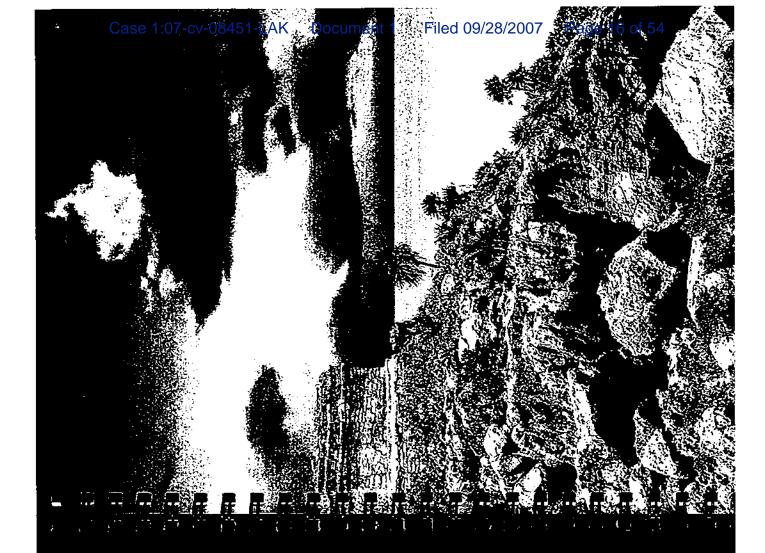
**Destination** – U.S., overseas, historical sites, trace your roots, visit friends or family

**How do you want to travel?** – motor home, car, bicycle, motorcycle, plane

How much traveling do you want to do?

- number of trips each year, duration

Who do you want to travel with? - spouse or partner, friends, children, tour groups



## verage vacation costs

Destination	Source	Low	High
African Safari	AfricaDreamSafari.com	\$7,953	\$14,551
Alaskan Cruise	Carlson Travel.com	\$2,903	\$13,124
Italy Tour	CarlsonTravel.com	\$3,601	\$4,903
Ft. Myers, FL	NWAWorldVacations.com	\$1,584	\$3,738
Jackson Hole, WY	WY HolabitTravel.com	\$2,986	\$4,640

All prices are for two people and include air, hotel and land packages (8/05).

44% mixed age

community

part of a community? Do you want to lry a new climate or lifestyle? Do you want Where you want to live is an important part of the picture. Do you want to be to live in multiple treations?

Stay in the area - loft in the city, current home, smaller/maintenance-free home Move closer to family - spend time with children, grandchildren or parents

Change your lifestyle - simplify life, live abroad, on the go Relocate near activities you love - vacation home, learning community, active outdoor setting

\*Source: Rethinking Retirement, Roper Reports, Roper ASW, 2003

▶ 16% concernent

community



1850 Participated a Special Hospital Community of Special Hospital Community of the Communi

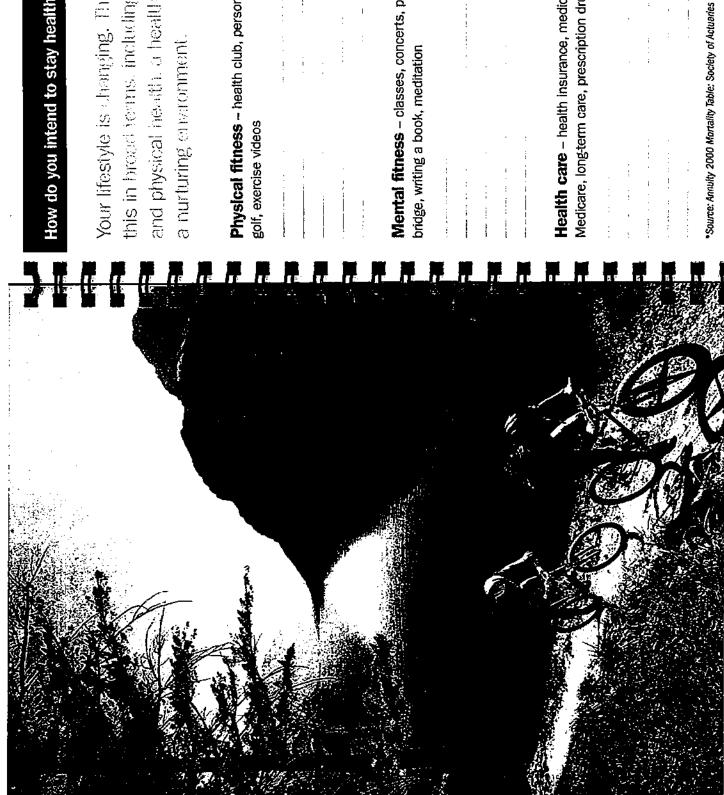
252. ตาลกดะ ศ เพษ**ฐ to ag**e 92.

# How do you intend to stay healthy and active?

and physical health, a healthy soul and Your lifestyle is changing. Think about this in broad teams, including mental a nurturing environment. Physical fitness - health club, personal trainer, walking, golf, exercise videos

Mental fitness - classes, concerts, playing chess or bridge, writing a book, meditation

Health care - health insurance, medical help lines, Medicare, long-term care, prescription drugs



# How do you want to make your lasting mark?

What do you want your legacy to be?
Remember, legacy doesn't necessarily mean money. It may also mean the values or lessons you've learned, it's what's important to you – what you want to pass on to others.

Family - children, siblings, parents, friends, pets

Schools -- your alma mater, your family members' schools

Charities or causes - food shelves, shelters, the arts

Spirituality - your place of worship

Medical/scientific organizations – research or treatment for diseases that affect you or those close to you

Page 19 of 54



8

If you could do anything you want, time and money aside, what would it be? If you had only five years left to live, how would you spend those years?

> visions and continue to find fulfillment in their ives share the following traits:

retirement? Our New Retirement Mindscape

So, what is the secret to reaching a happy

study found that retirees who achieve their

and planning for that vision are as important as money in achieving a fulfilling retirement.

retirement, Having a vision for the future money alone does not buy happiness in

What brings you happiness? As it turns out,

- · Begin retirement planning early
- · Have a clear vision for retirement
- Remain active and engaged in retirement
- Are financially prepared
- Work with a financial advisor

This study is just another way we help you with Planning Beyond the Numbers.sm Visit ameriprise.com/mindscape to learn more.

How would your answer differ if you had 30 years

Source: Ameriprise Financial New Retirement Mindscape study, January 2006

versus 66% of

an advisor

dreams are achievable T

F

Ш

o'ongrafulations, i'reksonari Voet, been sours pulting meet en consideration to be described and the second of the

The construction of the co

- J. Sjire., H.
- Later beauty
- 3 Action at h
- A Reforent

Representations are not ableet. Your Amor prints there information between the segregary can be proposed to be not been some the proposed to t

## How long will your money last?

α,

C.

T

Œ

Here is how long your savings could last, if you made the following monthly withdrawals from your nest egg. You can use this as a guide to help determine your retirement income strategies. How closely does this align with your expectations and needs?

\$6,000	\$9,000	\$16,000	\$2,000,000
\$3,000	\$4,500	\$8,000	\$1,000,000
\$2,250	\$3,375	000'9\$	\$750,000
\$1,500	\$2,250	\$4,000	\$500,000
\$750	\$1,125	\$2,000	\$250,000
\$600	\$300	\$1,600	\$200,000
\$450	\$675	\$1,200	\$1.50,000
\$300	\$450	\$800	\$100,000
\$150	\$225	\$400	\$50,000
50 years	20 years	10 years	for retirement;
You can withdraw this much each month for:	draw this much	You can with	Amount saved

Withdrawal rates shown are based on an average pre-rax rate of return of 9.6% and blended tax rate of 20%. Annual rate of withdrawal assumptions (as a percentage of savings): 10-past projection - 9.6%; 20-past projection - 5.6%; 50-past projection - 3.6%, Withdrawal nites are based on a 75% fixel bood of success for an investor. Success is defined as meeting your income need every year of the projection, adjusted for inflation. Average pre-tax rate of return is hypothetical and is not representative of the actual rate of return you would experience. Blended tax axis edetermined by dividing an investor's total tax hability by their total incorne. Consult with your tax advisor about your personnal situation as your holdings and blended tax rate will likely effect from this illustration. We do not provide tax advice.

Your advisor can help you understand the options available to you, so you can feel more informed and comfortable with your decisions.

# Turn your dreams into goals.

2

You may find the following format useful in getting more specific about your most important dreams. First, write out each dream using the STAR technique (Specific, Time beand, Actionable, Relevant). Then prioritize your dreams and work with your Ameripalse financial advisor to develop your plan and track your progress along the way.

### Dream #1

(3) What do you were to achieved de specific.

(T) By when? So a dimilline.

How teach will 4 co. 12

(A) What action steps do you need to take?

90

Ê

£.

(R) To long control of plack, why is it relevant?

1) Talk to a gravel eagen to detectaine now much it (5) What do you want to achieve? Be specific. Host a family. MENICIES Hart We con hold How much will It cost? 417,000 417,000 (T) By when? Set a deadline. Spring 1.00 T (A) What action steps do you need to take?

39

Dream #2

(S) What do yor work to achieve? Be soreific.

(S) What do you went to redieve? Be specific.

Dream #3

(T) By when? Sot a neadline.

How much will it cost?

(A) What action steps do you need to take?

(A) nShar andhan stops is the nature to ratio?

٠.

8

How much will it cost?

(T) By when? Set a denette ..

(R) To keep yourself on track, why is it relevant?

(R) To keep pourseif on eack, why is it relevant?

Planning for Worksheet	ou may vise and the "Thimning or how Orders". Worksheet useful in oceing the over it platate of the diegons you hope to achieve.
Planning for Worksheet	os   Selvento de de la companya de l

Case 1:07-cv-08451-LAK

Ongoing costs

Cost per year # of years

Year needed

Cost

One-time costs

Your Dreams

Document 1

Filed 09/28/2007

Page 24 of 54

	Diamping for Vol	Figiling for for	WORKSHeel		Dream/Goal	Travel to see kids	Ť	College for grandfilds	Boat	ervise to Alpaska				
	Droams	ai Die		One-tin	Cost		oo0'0h.		\$ 40,000	\$ 12,000				
	3440	allis		One-time costs	Year needed		2007	2010	2010	7.007	!	;		
				ō	Cost per year	\$10,000	9 15,000	900 105 ₹		\$ 12,000				
				Ongoing costs	# of years	72	<i>7</i> c	₽0		1				
					Start date	Z007	7007	2010		2005				
7					i 									
				i I										
														L

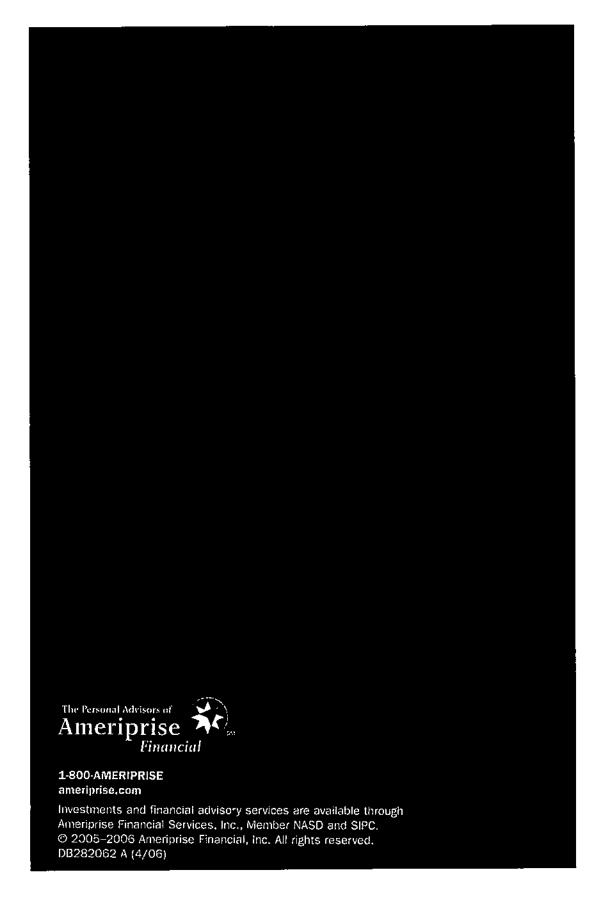
What's next.<sup>sa</sup>

Now that you've completed your Dream Book, you are one step closer to making your dreams a reality. At this point, you have envisioned the possibilities for your future and defined and prioritized your goals. Are you ready to take the next step?

 Call your financial advisor to help turn your dreams into goals with financial solutions.
 To find an advisor, call 1-800-AMERIPRISE or visit

 Reevaluate your situation regularly as your dreams may change over time.

ameriprise.com.



### **EXHIBIT B**

#### Certificate of Registration



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Register of Copyrights, United States of America

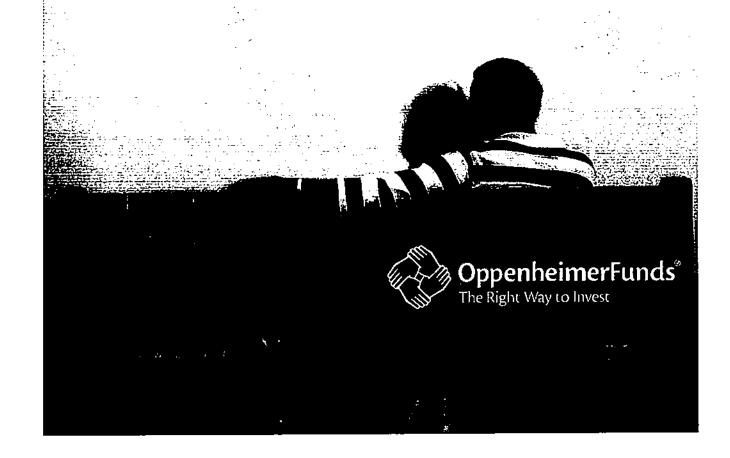
C	Porm TX For a Nabdesonatic Literary Work UNITED STATES CONVERGE OFFICE
REGISTR	ATION MUMBER
	TXu1-289-710
	: ::::::::::::::::::::::::::::::::::::

<u></u>	DO NOT WRITE ABOVE THIS LINE	IF YOU KEED MORES	PACE, USE A SEPARATE	CONTINUATION	виеет.	
	TTILE OF THIS WORK ▼ "THE DREAM BOOK"			•		
•	PREVIOUS OR ALTERNATIVE TO	TLES ▼	<del></del>		<u> </u>	
•	PUBLICATION AS A CONTRIBUTION Work in which the contribution	IPON If this work was published Coll	ished as a contribution to a perio active Work V	टॉटर्स, इस्तोर्स, <b>दर</b> क्योंक	tion, give brimmed	on about the
	If published in a periodical or serial give:	Voterse ▼ Nom	ber ¥	Issue Date W	On Page	4 ₹
	NAME OF AUTHOR ▼				H AND DEATE	<u> </u>
<b>)</b> a	Ameriprise Financial Inc.		•	Year Born ▼	Year Died 7	
_ ~	formation blanking and days of a	AUTHOR'S NATIONAL		WAS THIS AUT THE WORK		a professional Santana Santana
	□ No	Domicied in the US/		Pseudonymous?	□Yes 67 No	trategities.
OTE	NATURE OF AUTHORSHIP MAN	ly describe research material	CARRY A NATION AND AND AND AND AND AND AND AND AND AN	copyright is claimed	· Y	
er the law. Teuthor of b	NAME OF AUTHOR V Carole Kilpels	<del> · </del>		DATES OF BUR Year Born V	TH AND DEATH Year Died	i r
arally the leyer, sol- scoplayed instru- s). For any of the	with times for time .	AUTHOR'S NATIONAL Name of Country  OR Citizen of Denticipal in Denticipa	TY OR DOMICILE	WAS THIS AU THE WORK - Ananymous? - Presidentymous?	THOR'S CONTR THE TWO THE TWO	LIBUTION TO if the creater to all of Passe Quantities "Yes," see decalled brakecolors.
c that wer de for hire 'x "Yes" (R	NATURE OF AUTHORSHIP BACK	ly describe nations of praterial	created by this author in which	expyright is cisioned	.▼	
space rided, give employer other cor ien	NAME OF AUTHOR Y		İ	DATES OF BIR Year Born ▼	TH AND DEATH Year Died	
rs the work prepared) Author* of part, and	Was this contribution to the work a "work made for lare"? (1) Yes	AUTHOR'S NATIONAL	IXY OR DOMICILE	WAS THIS AU THE WORK - Anonymous?	THOR'S CONTI	I he cremer to sit of these questions "Yes," one chapter
rs the og for dates kinh and	NATURE OF AUTHORSHIP BIRE	Decricind is a		- Presidentymous?	OYes ONO	Manustons.
rth bierk.	RAIURIOF AUTHORSTOF DRE	thy strategy exercise of prosper	· ·			
<b>}</b> a	YEAR IN WHICH CREATION OF WORK WAS COMPLETED The 12005	ntermedice   Complete	ID NATION OF FIRST PUT IN HOUSE SERVICE LUSA USA	ELICATION OF T	HIS PARTICUL.  15 Years	AR WORK 2003 
4	COPYRIGHT CLAIMANT(S) Name the author given in space 2.  Ameriprise Financial Inc.	•	even if the claiment in the search		5786 SIT RECEIVED	
e trebrustione tors contributing I apacel.	589 Ameriprise Financial Cet Minneapolis, MN 55474 TRANSFER If the claimont(s) record is speci 2, give a brief statement of how th	ene in space 4 is (are) differen e deiment(s) obtained owner	who are oblither .	TWO DEPO	STS RECEIVED 5 2006 CENEO	
	Assignment from Carole Kily	pels to Ameriprise Pins	incle! dated 03/09/2006			DO NOT WRITE H

eddrees;	Chronic AZ 85004-2202			Usery of Corposes Coppose China - 7X		
Certificate will be qualled in window envelope to this	Name V J. Rick Teche, Snell & Wilmer L.L.P.  Numberbearing V One Arizonal Center, 400 B. Van Buren Street	•	· · · · · · · · · · · · · · · · · · ·	Complete all recessory spaces Bigs your application to appea 8  1. Application form 2. Howevalunches thing less to chack order peoplete to Propelle at Copyel 2. Deposit Immental	or tworkey	9
X	Lache	·				
	Hamdwritten signature (X)▼	<u> </u>				
J. Rick Ta	ache		Da	03/09/2006	_	
Typed or print	ted name and date ♥ If this application gives a date of publication in spe	ece 3, do not eign	and subsett it before t	hat date.		
	entified in this application and that the statements made polication are correct to the best of my knowledge.		Ameripcise Fin	RDC183 IDC. Schman, or country of suchable (1970) &		
	Check dray one	ener or excessive	riarinia)	nadal I	:	0
CERTIFICAT		ther her copyright dal		<del></del>		0
rtach	ne@swlsw.com		-	والمستقدين والمتالية المتالية		
	nytima halapharan rumbar p 602-382-6545	ı	Fextunder > 602-3	82-6070		
One Arizo	one Center, 400 E. Van Buren Street AZ 85004-2202	ļ	•			
	NDENCE Give name and address to which correspondence about this ache, Smell & Wilmer L.L.P.	abbridges alor	anderst Neisel/	sommer ApriCity (State) Zir ▼	b	
COREWERS	ATTICAL C	مد معانمانی	·Li bassai (1874) - 18	Advers 1 had 10 had 10 had 1970 W	=,	-
DEPOSIT AC	GCOUNT If the registration fee is to be charged to a Deposit Account Acc	established in the count Natabet V		e name and number of Account.	а	7
		4			~	
Material Adde	ed to This Work. Give a brief, general statement of the material that has b	been added to thi	a work and in which o	opyright is civimed. ▼		ibecar e mushani
			····		_ See	instructions of the property of
· 5 ·					u.	0
DERIVATIV	78 WORK OR COMPILATION steries identify may perceising work or works that this work is based or	n or inversed	<del></del>		a.	
To been animate	to and Differenter with months to a second			· 		
	changed version of the work, as shown by space 6 on this application.  is "Yes," give: Previous Ragistration Number >		Year of Registration (	•		
	e first application substituted by this author as copyright circles at			•		
_	e first published edition of a work previously registered in uppoblished i		-74			
	REGISTRATION Has registration for this work, or for an earlier was:  If your answer is "Yos," why is exother registration being sought? (Che			the Copyright Office?		
سساخور	DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SP				<u>.</u>	
		_		·		DNLY
	,	-		<del></del>	_	USE
			CORRESPONDE	ENCE		PYRKSHI
		-	<u> </u>	·		FOR
		Ċ.	ECKED BY	<del>Y</del> \	_	
		ь	NAMBASTA RA	سلرار	H	XT MAC
			AMINED BY			*****

### **EXHIBIT C**

### **Envision** Your Retirement



# Imagine the Possibilities

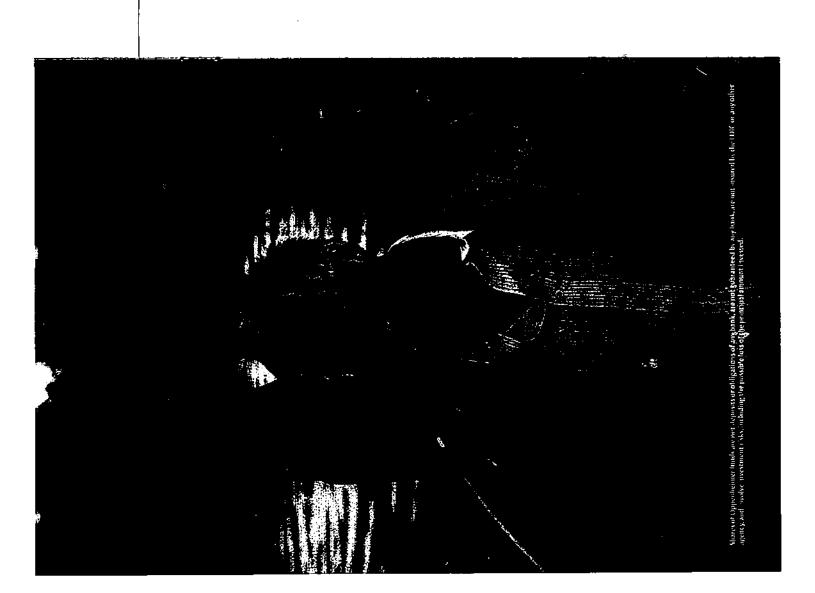
A solid retirement income plan, developed in partnership with your financial advisor, is essential to achieving a financially secure retirement.

Before you start looking at the numbers, however, it's important to take some time and simply *imagine* what your retirement might look like. Considering the less tangible aspects of retirement will help prioritize your goals. It can also lead to more open and honest conversations with your advisor—ultimately resulting in a better financial plan for you.

To facilitate this process, OppenheimerFunds offers this unique workbook, Envision Your Retirement. It asks a series of questions designed to help define your attitudes and expectations surrounding retirement. Whether you fill out the workbook at home in preparation for a meeting with your financial advisor, or you and your advisor fill it out together, Envision Your Retirement will help guide you through this important first step of retirement income planning.

Once you have a clearer idea of your goals, your advisor will help you through the next step: assessing the likelihood of meeting them. To do so, he or she may use our innovative planning software, Retirement Income Manager.<sup>34</sup> The program provides a sophisticated forecast of the probability of meeting retirement goals, and offers alternative strategies that may increase your prospects for success.

But, for now, work through the questions on the pages that follow. We believe you'll find Envision Your Retirement an invaluable retirement planning resource.



Imagine a retirement that you can live completely on your own terms. Describe

some of the ways you can make this happen

# Keep a Broad View

Consider some of the major aspects of your life in retirement. These can play an important role in your future lifestyle, the activities you pursue and your overall well-being.

How do you think you and your spouse/significant other may be affected if you

don't retire at the same time?

41% of retirees said they worked at some time

Source of data: Oppenheimer funds' investing for Retituriant survey, 11/04 in retirement or are currently employed.

> Take a minute to reminisce about some of your life's most enjoyable memories. Which of these would you like to try to get back to when you retire?

Think about where you'll live when you retire. Describe what changes you envision compared to where you currently live

What feelings do you have about possibly working in retirement?

Place a check in the box that best describes how comfortable you are with your current financial situation. Then discuss the reasons why you selected this box I am somewhat comfortable with my financial situation. it am very comfortable with my financial situation. Comfort Level

I am not comfortable with my financial situation.

Fig. Emision Your Retirement

### ase 1:07-cv-08451-LAK

# See It as Your Time

The working years often require sacrifices, whether it's working late, missing a son or daughter's soccer game, or cutting short a family vacation. Retirement is your time! You can now put your interests first and have the freedom to pursue the activities that are most important to you.

what are three things you'd like to do during your first year of total freedom? Imagine it's your first day of retirement. How old do you think you'll be and

To help visualize your "ideal retirement," list them in the table below and guess how much you might spend on each activity (\$: low, \$5: medium, \$55: high). Complete Take some time to think about the activities you'd like to pursue when you retire. the chart by prioritizing the activities in terms of their importance to you

## Retirement Activities

report that they either expect to live, or are currently A large majority of both non-retirees and retirees

Source of data: OppenheimerFunds' Investing for Retirement survey, 11/04. living, a comfortable lifestyle in retirement.

Activity	Cost	Priority
	\$=low S\$=medium	1=most important 10=least important

While more than half of retirees report retiring before age 60, less than one in seven non-retirees plan to retire before that age

Source of data: Oppenheimer Funds Investing for Retirement survey, 11/04.

# Stay Healthy and Happy

Given the host of medical innovations, Americans are living fonger lives. As a result, you'll want to consider how you'll maintain your health, as it can go a long way to having a happy and fulfilling retirement.

Describe how you feel about your current physical and mental health

Think about some of the ways you can remain physically and mentally healthy in retirement. What would they include? ■ The average life expectancy in the U.S. is almost 78 years.' Describe how you believe you can continue to live a vibrant and fulfilling life in the latter stages of your retirement

1. Source of data: National Center for Health Statistics, National Vital Statistics Reports, Vol. 53, No. 15, February 28, 2005.

# Leave a Lasting Impression

Each day, you have the opportunity to make a difference in the lives of your loved ones and support the causes you most care about. You may also have the ability to leave a lasting legacy in the decades to come.

 Think about the charities and causes that are important to you. Describe which ones you'd like to support with your time, talents and financial resources when you retire

■ How would you like to be remembered by your family and friends?

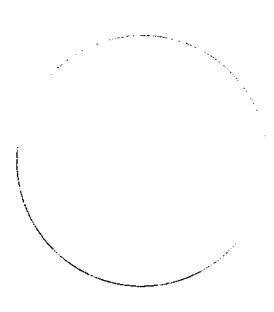
Finision Your Retirement



 Suppose you had \$1 million to bequeath upon your death. Using the pie chart below, show how you envision allocating this money

# Imagine some of the ways you can leave a lasting legacy. What would they include?

"Without" a plan" to give generous gifts to family or Charity Source of data Oppenheimer Funds Investing for Reviement survey, 11/04.



Before you and your financial advisor can begin crafting a plan that may allow you to afford the retirement of your dreams, you need to determine what your dream retirement looks like. Where will you live? Will you work? How much will you travel? What type of legacy will you leave?

Envision Your Retirement will help you form a clearer picture of your life in retirement. Consider the questions inside this workbook and then speak to your advisor about the answers, to start building a successful retirement income plan.

Get Started Call your financial advisor.

Visit www.oppenheimerfunds.com

Call us, 1.800.525.7048

Based upon 20 years of historical data from widely known indices across major asset classes, Retirement Income Manager runs 2,000 simulations of investment scenarios to determine the probability of meeting both basic and lifestyle income needs throughout retirement. The software then runs the same analysis using an alternate portfolio of asset classes. These simulations take into account factors including market fluctuation based on major indices, life expectancy and major health risks, discrete medical and general inflation rates, tax-efficient disbursement, required minimum distributions, Social Security income, pension income and other sources of income.

Retirement Income Manager projects the likelihood of meeting a particular financial goal given a certain investment allocation across eight asset classes of mutual funds: Large Cap, Mid Cap, Small Cap, International, Real Estate, Commodities, Bond and Money Market. Asset allocations are determined based upon an investor's existing allocations, as well as according to his or her responses to a risk tolerance questionnaire. The client report generated by Retirement Income Manager shows portfolios by asset class represented by the associated index used in the simulations. Because it is not possible to buy an index, it is for the investor and his or her financial advisor to determine a portfolio of investments and how closely those investments should track the relative indices. Retirement Income Manager also allows advisors to compare current asset allocation with alternate asset allocation portfolios based upon Oppenheimer Funds Portfolio Builder. Asset Allocation Models. This comparison is provided for the investor's consideration among the entire universe of possible investments.

The software does not analyze any specific mutual funds or asset classes other than those stated above, nor does it favor any particular security. There may be investments with characteristics similar or superior to those being analyzed by the software.

While Retirement Income Manager runs many simulations to develop statistically reliable data, it cannot foresee or account for all possible situations that could negatively impact an investor's financial situation. Therefore it should only be used in conjunction with the sound judgment of a financial advisor. Due to the ever-changing nature of investments and retirement objectives, it is critical that an advisor revisit an investor's retirement investment and income plans at least once a year and more frequently if possible.

IMPORTANT: The projections or other information generated by OppenheimerFunds Retirement Income Manager<sup>sm</sup> regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results. Each scenario is randomly generated and as a result, the software's results will vary with each use and over time as markets change.

Before investing in any of the Oppenheimer funds, investors should carefully consider a fund's investment objectives, risks, charges and expenses. Fund prospectuses contain this and other information about the funds, and may be obtained by asking your financial advisor, calling us at 1.800.525.7048 or visiting our website at www.oppenheimerfunds.com. Read prospectuses carefully before investing.

Oppenheimer funds are distributed by OppenheimerFunds Distributor, Inc. Iwo World Financial Center, 225 Liberty Street, New York, NY 10281-1008 etCopyright 2006 OppenheimerFunds Distributor, Inc. Avirights reserved.



OppenheimerFunds<sup>®</sup>
The Right Way to Invest

# **EXHIBIT D**

(Avoid costly client rollover mistakes)

MARKET ADVISOR

IT'S APRIL Why your clients need ETFs

REDUCE RISK, INCREASE EFFICIENCY Updates from the straight-through processing front

DEMAND SUCCESSION PLANNING from your broker/dealer www.BoomerMarketAdvisor.com April 2007 | Vol. 6 | No. 4

# IAX IIVIE

"IT'S NOT WHAT

JON GREENE OMERIPRISE FINANCIAL, INC. 1491 OMERIPRISE FINANCIAL CENTER MINNERPOLIS AN 55474-0014

P"

PIER, NTS ESS Document 1

Volume 6 • Issue 4 • April 2007

# CONTENTS features



#### 28 PRACTICE ENHANCEMENT STRAIGHT THROUGH TO SUCCESS

The variable annuity industry announces a major initiative with straight-through processing of customer orders -- but some are skeptical. What does STP as a whole mean for your practice and your boomer clients? By John Sullivan

- $40 \;\; \text{cover story} \text{marketing to boomers}$ IT'S NOT WHAT YOU EARN; IT'S WHAT YOU KEEP Advisor David Peterson guides boomer clients to a happier, wealthier retirement with a heavy focus on tax efficient investing. Peterson explains the investment strategies that fuel his success, and the boomer-centric marketing programs that fuel his growth. Interview by John Sullivan
- 53 WORKING ASSETS ETFS — THE NEXT GENERATION OF TAX EFFICIENCY

Is there nothing they can't do? It's time to remind your clients that exchange-traded funds take the sting out of the annual April tax hit. Here's how. By David Port

#### IN EVERY ISSUE:

- 12 EDITOR'S LETTER By John Sullivan
- 63 AD INDEX

ON THE COVER:

David Peterson Photographed exclusively for Boomer Market Advisor by John Johnston

Vol. 6, No. 3-2007 by Wiesner Publishing Company, LLC, All impts reserved. Parmission to reprint or quote example granted by written request only. Boomer Worket Advisor\*\* (ISSN 1851-9287) is published monthly by Woomer Publishing Company, Lt.C. 7009 S. Petomac St., Suite 200, Englowned. CO. 80112 Periodical Postage rates pred at Englewood, CO and additional mailing offices Subscriptions are available by request POSTSASTUR Send editions changes to Boomer Market Advisor", 7009 S. Catomac St. Scate 206, Emplewood, CO 80112, Phone (302) 397-7600, For the upoof address and advisors. old address as well as new address with both ZP endes. Allow four to sis weeks for change of address to become effective. Please include current mad ing label when writing about your subscription.

RETIREMENT INCOME PLANNING

### CAN FORESIGHT BE 20/20?

OR:

How to bring your clients' retirement dreams into focus.

Baby Boomers have big dreams for retirement.

Document 1

But are those dreams grounded in reality?

At Oppenheimerfunds, we can help you find out.

We've put together one of the most comprehensive retirement

income planning programs in the industry today.

It includes everything from our "Envision Your Retirement" workbook that helps facilitate

client discussions, to sophisticated retirement income planning software that

helps predict how close your clients will come to achieving the future they've envisioned—

and what steps are needed to bring them the rest of the way.

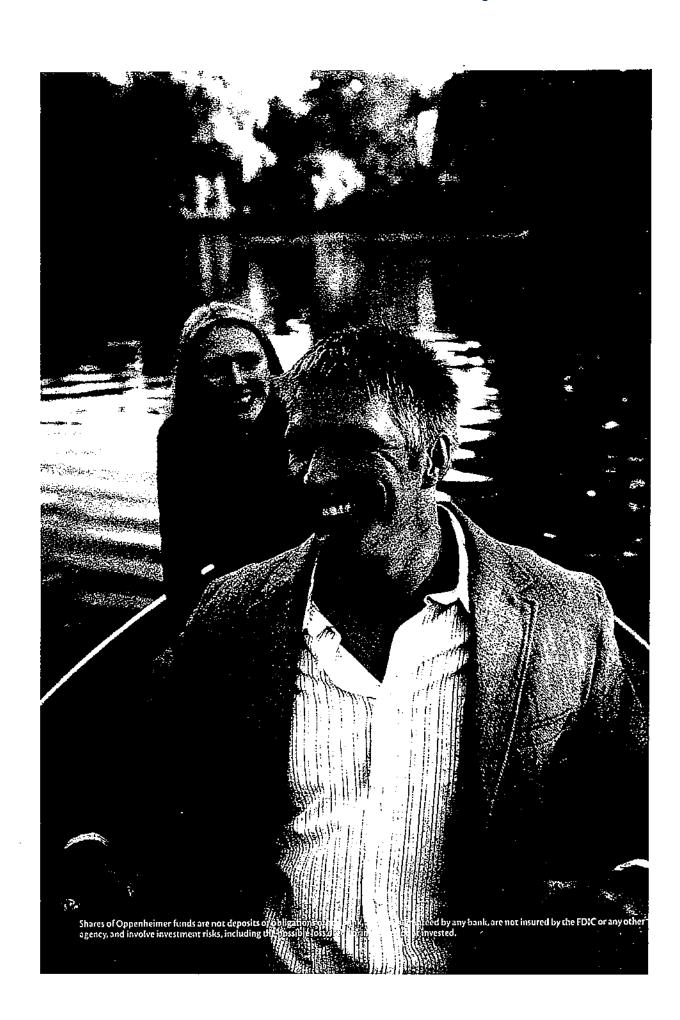
The attached workbook is just one of the valuable retirement income planning tools we offer.

To learn more, visit www.transition10.com.



# Envision Your Retirement





# inagine the Possibilities

Document 1

- A solid retirement income plan, developed in partnership with your financial advisor, is essential to achieving a financially secure retirement.
- Before you start looking at the numbers, however, it's important to take some time and simply imagine what your retirement might look like. Considering the less tangible aspects of retirement will help prioritize your goals. It can also lead to more open and honest conversations with your advisor—ultimately resulting in a better financial plan for you.
- To facilitate this process, OppenheimerFunds offers this unique workbook, Envision Your Retirement. It asks a series of questions designed to help define your attitudes and expectations surrounding retirement. Whether you fill out the workbook at home in preparation for a meeting with your financial advisor, or you and your advisor fill it out together, Envision Your Retirement will help guide you through this important first step of retirement income planning.
- Once you have a clearer idea of your goals, your advisor will help you through the next step: assessing the likelihood of meeting them. To do so, he or she may use our innovative planning software, Retirement Income Manager.54 The program provides a sophisticated forecast of the probability of meeting retirement goals, and offers alternative strategies that may increase your prospects for success.
- But, for now, work through the questions on the pages that follow. We believe you'll find Envision Your Retirement an invaluable retirement planning resource.

### Keep a Broad View

Consider some of the major aspects of your life in retirement. These can play an important role in your future lifestyle, the activities you pursue and your overall well-being.

■ Take a minute to reminisce about some of your life's most enjoyable memories.

Which of these would you like to try to get back to when you retire?

■ Think about where you'll live when you retire. Describe what changes you envision compared to where you currently live

B What feelings do you have about possibly working in retirement?





■ How do you think you and your spouse/significant other may be affected if you don't retire at the same time?

m imagine a retirement that you can live completely on your own terms. Describe some of the ways you can make this happen

B Place a check in the box that best describes how comfortable you are with your current financial situation. Then discuss the reasons why you selected this box

#### Comfort Level

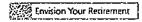
- I am very comfortable with my financial situation.
  - I am somewhat comfortable with my financial situation.
  - I am not comfortable with my financial situation.

### See It as Your Time

The working years often require sacrifices, whether it's working late, missing a son or daughter's soccer game, or cutting short a family vacation. Retirement is your time! You can now put your interests first and have the freedom to pursue the activities that are most important to you.

Imagine it's your first day of retirement. How old do you think you'll be and what are three things you'd like to do during your first year of total freedom?

							-	
٠.							F 15.05505 02.45#	السد
٠.	<b></b>	ملحظه جم حسا	shoutt	he activities you'	d like to nur	sue wher	ı vou retire.	
	lake some t	me to trink	avout t	ne activities your	a line to pai		. ,	
-	To help visu	alize your "id	leal retir	rement," list then	n in the tabl	e below a	and guess ho	w
1	To help visu much you n	alize your "id right spend o	leal retir on each	rement," list then activity (\$: low, \$	n in the tabl \$: medium,	e below a \$\$\$: high	and guess ho ). Complete	w
1	To help visu much you n	alize your "id right spend o	leal retir on each	rement," list then	n in the tabl \$: medium,	e below a \$\$\$: high	and guess ho ). Complete	w
1	To help visu much you n	alize your "id right spend o	leal retir on each	rement," list then activity (\$: low, \$	n in the tabl \$: medium,	e below a \$\$\$: high	and guess ho ). Complete	w
1	To help visu much you n	alize your "id right spend o	leal retir on each	rement," list then activity (\$: low, \$	n in the tabl \$: medium,	e below a \$\$\$: high	and guess ho ). Complete	w
1	To help visu much you n	alize your "id right spend o	leal retir on each	rement," list then activity (\$: low, \$	n in the tabl \$: medium,	e below a \$\$\$: high	and guess ho ). Complete	w
1	To help visu much you n	alize your "id right spend o	leal retir on each	rement," list then activity (\$: low, \$	n in the tabl \$: medium,	e below a \$\$\$: high	and guess ho ). Complete	w
1	To help visu much you n	alize your "id right spend o	leal retir on each	rement," list then activity (\$: low, \$	n in the tabl \$: medium,	e below a \$\$\$: high	and guess ho ). Complete	w
1	To help visu much you n	alize your "id right spend o	leal retir on each	rement," list then activity (\$: low, \$	n in the tabl \$: medium,	e below a \$\$\$: high	and guess ho ). Complete	w



A large majority of both non-retirees and retirees report that they either expect to live, or are currently living, a comfortable lifestyle in retirement.





#### **Retirement Activities**

Activity	Cost	Priority
	\$=low \$\$=medium \$\$\$=high	1=most important 10=least important
Communication of the communica	magery som ma, 1964 og en gegenn mendel den mit hand. Effektivning fillet en eine eine eine eine eine eine ein	and a second property of the second property
Anny a grangery, in principals, the state of	-ga an puraggion proposalo, <u>municipal di Salam Astronogr</u> a digili malah dan Astronogra	
Service and the service of the servi		
The state of the s		
functions of the section of the sect	A company of the state of the s	

While more than half of retirees report retiring before age 60, less than one in seven non-retirees plan to retire before that age.

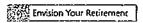
Source of data: OppenheimerFunds' Investing for Retirement survey, 11/04.

### Stay Healthy and Happy

Given the host of medical innovations, Americans are living longer lives. As a result, you'll want to consider how you'll maintain your health, as it can go a long way to having a happy and fulfilling retirement.

	•		
hink about so	ome of the way	ys you can remain physically and me	ntally healthy
n retirement. \	What would tl	hey include?	
		and the second s	
•			
t comments that was	and a survivor regions in a second	enterente entre	
	e e e e e e e e e e e e e e e e e e e		
he average life	e expectancy i	in the U.S. is almost 78 years.¹ Descril	oe how you
		in the U.S. is almost 78 years.¹ Descril live a vibrant and fulfilling life in the	
elieve you can	n continue to l		
elieve you can	n continue to l it		
elieve you can our retiremen	n continue to l nt	live a vibrant and fulfilling life in the	
elieve you can our retiremen	n continue to l nt	live a vibrant and fulfilling life in the	
elieve you can our retiremen	n continue to l	live a vibrant and fulfilling life in the	
elieve you can our retiremen	n continue to l	live a vibrant and fulfilling life in the	
elieve you can our retiremen	n continue to l	live a vibrant and fulfilling life in the	

1. Source of data: National Center for Health Statistics, National Vital Statistics Reports, Vol. 53, No. 15, February 28, 2005.



### Leave a Lasting Impression

Document 1

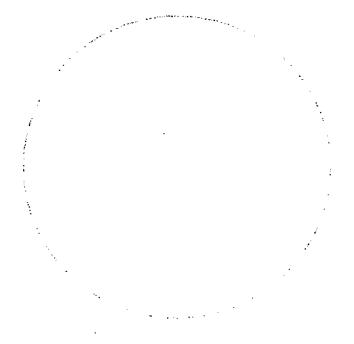
Each day, you have the opportunity to make a difference in the lives of your loved ones and support the causes you most care about. You may also have the ability to leave a lasting legacy in the decades to come.

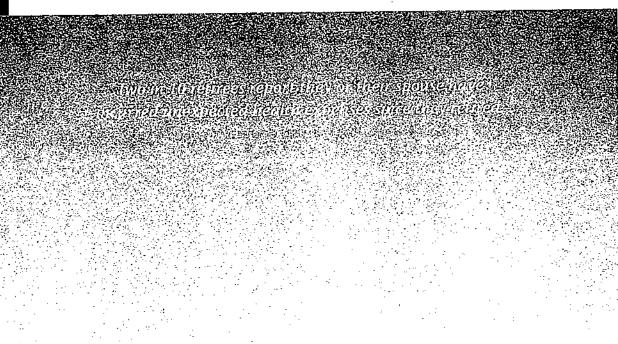
■ Think about the charities and causes that are important to you. Describe which ones you'd like to support with your time, talents and financial resources when you retire

• How would you like to be remembered by your family and friends?

2	lm	agi	ine	sc	m	e (	of	th	e '	wa	ıy:	5 y	/OI	u e	ca	n	le	a٧	e'	a	la	sti	in	gl	еĮ	gac	y.	W	'ha	at	W	ou	ld	ti	se;	y i	nc	lu	de?
	· ·			e -							•••		***					<del></del>													··· ·		-		•				
;																																			_				
:																																							
									-				•									•	•	•				•				•					٠		:
-				-																	•				-			•					-						-

■ Suppose you had \$1 million to bequeath upon your death. Using the pie chart below, show how you envision allocating this money







Call your financial advisor. Visit www.oppenheimerfunds.com Call us, 1.800.525.7048

Before you and your financial advisor can begin crafting a plan that may allow you to afford the retirement of your dreams, you need to determine what your dream retirement looks like. Where will you live? Will you work? How much will you travel? What type of legacy will you leave?

Envision Your Retirement will help you form a clearer picture of your life in retirement. Consider the questions inside this workbook and then speak to your advisor about the answers, to start building a successful retirement income plan.

Based upon 20 years of historical data from widely known indices across major asset classes, Retirement Income Manager runs 2,000 simulations of investment scenarios to determine the probability of meeting both basic and lifestyle income needs throughout retirement. The software then runs the same analysis using an alternate portfolio of asset classes. These simulations take into account factors including market fluctuation based on major indices, life expectancy and major health risks, discrete medical and general inflation rates, tax-efficient disbursement, required minimum distributions, Social Security income, pension income and other sources of income.

Retirement Income Manager projects the likelihood of meeting a particular financial goal given a certain investment allocation across eight asset classes of mutual funds: Large Cap. Mid Cap, Small Cap, International, Real Estate, Commodities, Bond and Money Market. Asset allocations are determined based upon an investor's existing allocations, as well as according to his or her responses to a risk tolerance questionnaire. The client report generated by Retirement Income Manager shows portfolios by asset class represented by the associated index used in the simulations. Because it is not possible to buy an index, it is for the investor and his or her financial advisor to determine a portfolio of investments and how closely those investments should track the relative indices. Retirement Income Manager also allows advisors to compare current asset allocation with alternate asset allocation portfolios based upon Oppenheimer Funds Portfolio Builder's Asset Allocation Models. This comparison is provided for the investor's consideration among the entire universe of possible investments.

The software does not analyze any specific mutual funds or asset classes other than those stated above, nor does it favor any particular security. There may be investments with characteristics similar or superior to those being analyzed by the software.

While Retirement Income Manager runs many simulations to develop statistically reliable data, it cannot foresee or account for all possible situations that could negatively impact an investor's financial situation. Therefore it should only be used in conjunction with the sound judgment of a financial advisor. Due to the ever-changing nature of investments and retirement objectives, it is critical that an advisor revisit an investor's retirement investment and income plans at least once a year and

IMPORTANT: The projections or other information generated by OppenheimerFunds Retirement Income Manager<sup>so</sup> regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results. Each scenario is randomly generated and as a result, the software's results will vary with each use and over time as markets change.

Before investing in any of the Oppenheimer funds, investors should carefully consider a fund's investment objectives, risks, charges and expenses. Fund prospectuses contain this and other information about the funds, and may be obtained by asking your financial advisor, calling us at 1.800.525.7048 or visiting our website at www.oppenheimerfunds.com. Read prospectuses carefully before investing.

Oppenheimer funds are distributed by OppenheimerFunds Distributor, Inc. Two World Financial Center, 225 Liberty Street, New York, NY 10281-1008 ©Copyright 2006 OppenheimerFunds Distributor, Inc. All rights reserved. DS0000,212,1206 December 15, 2006

